UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM D



NOTICE OF SALE OF SECURITIES PURSUANT TO REGULATION D, SECTION 4(6), AND/OR UNIFORM LIMITED OFFERING EXEMPTION

| | OMB Number: | 3235-0076 |
|---|---------------------|-----------|
| | Expires: April 30 | 0, 2008 |
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| | hours per response | |
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| SEC USE | ONLY | | | |
|---------|--------|--|--|--|
| Prefix | Serial | | | |
| | | | | |
| DATE RE | CEIVED | | | |

| Name of Offering (check if this is an amendment and name has changed, and indicate change.) |
|---|
| Series F Preferred Stock and the underlying Common Stock issuable upon conversion thereof. |
| File Under (Check box(es) that apply): Rule 504 Rule 505 Rule 506 Section 4(6) ULOE |
| Type of Filing: New Filing. Amendment |
| A. BASIC IDENTIFICATION DATA OCT 1 2005 |
| 1. Enter the information requested about the issuer |
| Name of Issuer (check if this is an amendment and name has changed, and indicate change.) |
| Zappos.com, Inc. |
| Address of Executive Offices (Number and Street, City, State, Zip Code) Telephone Number (Including Area Code) |
| 500 East Warm Springs Road, Suite 100, Las Vegas, Nevada 89119 |
| Address of Principal Business Operations (Number and Street, City, State, Zip Code) (if different from Executive Offices) Telephone Number (Including Area Code) |
| Brief Description of Business DROCECER |
| Internet retail shoe sales PROCESSED |
| Type of Business Organization OCT 13 2005 |
| ☐ corporation ☐ limited partnership, already formed ☐ other (please specify): |
| business trust limited partnership, to be formed |
| Month Year FINANCIAL |
| Actual or Estimated Date of Incorporation or Organization: 0 5 9 9 Actual Estimated |
| Jurisdiction of Incorporation or Organization: (Enter two-letter U.S. Postal Service abbreviation for State: |
| CN for Canada, FN for other foreign jurisdiction) C A |

GENERAL INSTRUCTIONS

Who Must File: All issuers making an offering of securities in reliance on an exemption under Regulation D or Section 4(6), 17 CFR 230.501 et seq. or 15 U.S.C. 77d(6).

When To File: A notice must be filed no later than 15 days after the first sale of securities in the offering. A notice is deemed filed with the U.S. Securities and Exchange Commission (SEC) on the earlier of the date it is received by the SEC at the address given below or, if received at that address after the date on which it is due, on the date it was mailed by United States registered or certified mail to that address.

Where To File: U.S. Securities and Exchange Commission, 450 Fifth Street, N.W., Washington, D.C. 20549.

Copies Required: Five (5) copies of this notice must be filed with the SEC, one of which must be manually signed. Any copies not manually signed must be photocopies of the manually signed copy or bear typed or printed signatures.

Information Required: A new filing must contain all information requested. Amendments need only report the name of the issuer and offering, any changes thereto, the information requested in Part C, and any material changes from the information previously supplied in Parts A and B. Part E and the Appendix need not be filed with the SEC.

Filing Fee: There is no federal filing fee.

This notice shall be used to indicate reliance on the Uniform Limited Offering Exemption (ULOE) for sales of securities in those states that have adopted ULOE and that have adopted this form. Issuers relying on ULOE must file a separate notice with the Securities Administrator in each state where sales are to be, or have been made. If a state requires the payment of a fee as a precondition to the claim for the exemption, a fee in the proper amount shall accompany this form. This notice shall be filed in the appropriate states in accordance with state law. The Appendix to the notice constitutes a part of this notice and must be completed.

ATTENTION

Failure to file notice in the appropriate states will not result in a loss of the federal exemption. Conversely, failure to file the appropriate federal notice will not result in a loss of an available state exemption unless such exemption is predicated on the filing of a federal notice.

> Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number,

SEC 1972 (6-02) 1 of 6 24649/00011/DOCS/1542567.1



| 2. Enter the information req | | • | | | |
|--|---|--|-----------------------------|---------------------|---------------------------------|
| | ner having the po | ner has been organized with ower to vote or dispose, or | | sition of, 10% or | more of a class of equity |
| | er and director of | corporate issuers and of co | orporate general and manag | ing partners of par | rtnership issuers; and |
| Check Box(es) that Apply: | Promoter | Beneficial Owner | Executive Officer | ⊠ Director | General and/or Managing Partner |
| Full Name (Last name first, if Hsieh, Anrhony | individual) | | | | |
| Business or Residence Addres | • | | | | |
| | | m Springs Road, Suite 10 | | | |
| Check Box(es) that Apply: | Promoter | Beneficial Owner | Executive Officer | ☑ Director | General and/or Managing Partner |
| Full Name (Last name first, if Swinmurn, Nick | | | <u> </u> | | |
| Business or Residence Address | • | | | 110 | |
| | · | m Springs Road, Suite 10 | | | |
| Check Box(es) that Apply: | Promoter | ⊠ Beneficial Owner | Executive Officer | ☑ Director | General and/or Managing Partner |
| Full Name (Last name first, if Moritz, Michael | | | | - <u></u> | <u></u> |
| Business or Residence Address | • | | | | |
| Check Box(es) that Apply: | Promoter | Road, Bldg. 4, Suite 180 Beneficial Owner | Executive Officer | ☐ Director | General and/or Managing Partner |
| Full Name (Last name first, if Mossler, Fred | individual) | | | | Managing 1 action |
| Business or Residence Addres | s (Number and St | reet City State Zin Code) | | | |
| | • | m Springs Road, Suite 10 | | 119 | |
| Check Box(es) that Apply: | Promoter | Beneficial Owner | ☑ Executive Officer | Director | General and/or Managing Partner |
| Full Name (Last name first, if Lin, Alfred | individual) | | | | |
| Business or Residence Address c/o Venture Frogs | | reet, City, State, Zip Code) Suite #706, San Francisco | | | |
| Check Box(es) that Apply: | Promoter | Beneficial Owner | Executive Officer | Director | General and/or Managing Partner |
| Full Name (Last name first, if Vagge, Lisa | individual) | | | | |
| Business or Residence Addres | • | reet, City, State, Zip Code) m Springs Road, Suite 10 | 00, Las Vegas, Nevada 89 | 119 | |
| Check Box(es) that Apply: | Promoter | Beneficial Owner | Executive Officer | Director | General and/or Managing Partner |
| Full Name (Last name first, if Sequoia Capital | individual) | | | | |
| Business or Residence Addres | | reet, City, State, Zip Code) 180, Menlo Park, CA 940 | | | |
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| | | A. BASIC IDENT | IFICATION DATA | | |
|--|----------------------|---|------------------------------|--------------------|---------------------------------|
| 2. Enter the information rec | quested for the foll | owing: | | | |
| • | | er has been organized with | | • | |
| securities of the issu | uer; | • | - | | more of a class of equity |
| | | corporate issuers and of corporate issuers. | rporate general and manag | ing partners of pa | rtnership issuers; and |
| Check Box(es) that Apply: | ☐ Promoter | Beneficial Owner | ☐ Executive Officer | Director | General and/or Managing Partner |
| Full Name (Last name first, if Venture Frogs | f individual) | | | | |
| Business or Residence Addre | • | - | | | |
| 1000 Van Ness, Su | | | | | |
| Check Box(es) that Apply: | Promoter | Beneficial Owner | Executive Officer | ☐ Director | General and/or Managing Partner |
| Full Name (Last name first, if Swinmurn, John | findividual) | | | | |
| Business or Residence Addres | * | • • | | 110 | |
| _ | | m Springs Road, Suite 10 | | | |
| Check Box(es) that Apply: | Promoter | Beneficial Owner | Executive Officer | ☐ Director | General and/or Managing Partner |
| Full Name (Last name first, if ZVest, LLC | findividual) | | | | |
| Business or Residence Address | ss (Number and Str | eet, City, State, Zip Code) | | | |
| c/o Zappos.com, Ir | ıc 500 East War | m Springs Road, Suite 10 | 00, Las Vegas, Nevada 89 | 119 | |
| Check Box(es) that Apply: | Promoter | Beneficial Owner | Executive Officer | Director | General and/or Managing Partner |
| Full Name (Last name first, if | individual) | | | | |
| Business or Residence Address | ss (Number and Str | eet, City, State, Zip Code) | | · | |
| Check Box(es) that Apply: | Promoter | ☐ Beneficial Owner | ☐ Executive Officer | Director | General and/or Managing Partner |
| Full Name (Last name first, if | individual) | | r | | |
| Business or Residence Address | ss (Number and Str | reet, City, State, Zip Code) | | | 1 |
| Check Box(es) that Apply: | Promoter | Beneficial Owner | ☐ Executive Officer | Director | General and/or Managing Partner |
| Full Name (Last name first, if | individual) | | | | |
| Business or Residence Address | ss (Number and Str | reet, City, State, Zip Code) | | | |
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| | | | | | B. INFOR | RMATION | ABOUT C | FFERING | | | | |
|---------------------|---|--|--------------------------------------|---|--|-----------------------------|---|--|--|-------------------------------|-------------------|--------------|
| 1. Has | s the issuer | sold, or do | es the issu | | | | | in this offering under U | ring? | | Yes | No |
| - 2 Wh | at is the mi | nimum ins | estment tl | | | | | - | | | ₽NÎ/A | |
| Z YY I. | iat is the im | 111111 u 111 111 v | esiment u | iai wili be | accepted 1 | iom any me | iividuai: | •••••• | • | | Yes | No |
| | | | | - | _ | | | | | | 🖾 | □ . |
| con If a or s | nmission or person to b states, list th | · similar re be listed is ne name of | muneratio an associ: the broke | n for solic ated persor r or dealer | itation of price of the second | purchasers i of a broker | in connection or dealer re persons to | on with sale gistered with be listed are | en, directly of s of securities the SEC and associated | es in the off nd/or with a | ering. i state | |
| Full Nar | ne (Last nai | me first, if | individua |) | | | | | | | | |
| Business | s or Resider | nce Addres | s (Numbe | r and Stree | et, City, Sta | ite, Zip Cod | le) | | | | | |
| Name of | Associated | l Broker oi | Dealer | | | | | | <u> </u> | | | |
| | | | | | | icit Purchas | | | | | | ☐ All States |
| [AL] | [AK] | [AZ] | [AR] | [CA] | [CO] | [CT] | [DE] | [DC] | [FL] | [GA] | [HI] | [ID] |
| [IL] | [IN] | [IA] | [KS] | [KY] | [LA] | [ME] | [MD] | [MA] | [MI] | [MN] | [MS] | [MO] |
| [MT] | [NE] | [NV] | [NH] | [NJ] | [NM] | [NY] | [NC] | [ND] | [OH] | [OK] | [OR] | [PA] |
| [RI] | [SC] | [SD] | [TN] | [TX] | [UT] | [VT] | [VA] | [WA] | [WV] | [W I] | [WY] | [PR] |
| Full Nari | ne (Last nai | ne first, if | individual |) | | | | | | | | |
| Business | s or Resider | ice Addres | s (Number | r and Stree | et, City, Sta | ate, Zip Cod | e) | | | | | |
| Name of | Associated | Broker or | Dealer | | | | | ı | | | | |
| | | | | | | icit Purchas | | | | | | ☐ All States |
| [AL] | [AK] | [AZ] | [AR] | [CA] | [CO] | [CT] | [DE] | [DC] | [FL] | [GA] | [HI] | [ID] |
| [IL] | [IN] | [IA] | [KS] | [KY] | [LA] | [ME] | [MD] | [MA] | [MI] | [MN] | [MS] | [MO] |
| [MT] | [NE] | [NV] | [NH] | [NJ] | [NM] | [NY] | [NC] | [ND] | [OH] | [OK] | [OR] | [PA] |
| [RI] | [SC] | [SD] | [TN] | [TX] | [UT] | [VT] | [VA] | [WA] | [WV] | [WI] | [WY] | [PR] |
| Full Nan | ne (Last nar | me first, if | individual |) | | | | | | | | |
| Business | or Residen | ce Addres | s (Numbei | and Stree | t, City, Sta | te, Zip Cod | e) | | | | | |
| Name of | Associated | Broker or | Dealer | | | | | | | | | |
| | | | | | | icit Purchas | | | | | | All States |
| [AL] | [AK] | [AZ] | [AR] | [CA] | [CO] | [CT] | [DE] | [DC] | [FL] | [GA] | [HI] | [ID] |
| [IL] | ['IN] | [IA] | [KS] | [KY] | [LA] | [ME] | [MD] | · [MA] | [MI] | [MN] | [MS] | [MO] |
| [MT] | [NE] | [NV] | [NH] | [N]] | [NM] | [NY] | [NC] | [ND] | [OH] | [OK] | [OR] | [PA] |
| [RI] | [SC] | [SD] | [TN] | [TX] | [UT] | [VT] | [VA] | [WA] | [WV] | [WI] | [WY] | [PR] |

(Use blank sheet, or copy and use additional copies of this sheet, as necessary.)

| 1 | Enter the aggregate offering price of securities included in this offering and the total amount already sold. Enter "0" if answer is "none" or "zero." If the transaction is an exchange offering, check this box \square and indicate in the columns below the amounts of the securities offered for exchange and already exchanged. | | |
|----|---|-----------------------------|---------------------------------------|
| | Type of Security | Aggregate Offering Price | Amount Already Sold |
| - | Debt | \$0 | \$0 |
| | Equity | \$20,950,002.00 | \$20,508,003.00 |
| | ☐ Common ☐ Preferred | | · · · · · · · · · · · · · · · · · · · |
| | Convertible Securities | \$0 | \$0 |
| | Partnership Interests | \$0 | \$0 |
| | Other (Specify) | \$0 | \$0 |
| | Total | \$20,950,002.00 | \$20,508,003.00 |
| | Answer also in Appendix, Column 3, if filing under ULOE. | | • |
| 2. | Enter the number of accredited and non-accredited investors who have purchased securities in this offering and the aggregate dollar amounts of their purchases. For offerings under Rule 504, indicate the number of persons who have purchased securities and the aggregate dollar amount of their purchases on the total lines. Enter "0" if answer is "none" or "zero." | | |
| | | Number Investors | Aggregate Dollar Amount of Purchases |
| | Accredited Investors | 4 | \$20,508,003.00 |
| | Non-accredited Investors | 0 | \$0 |
| | Total (for filings under Rule 504 only) | 0 | \$0 |
| | Answer also in Appendix, Column 4, if filing under ULOE. | | Ψ |
| 3. | If this filing is for an offering under Rule 504 or 505, enter the information requested for all securities sold by the issuer, to date, in offerings of the types indicated, in the twelve (12) months prior to the first sale of securities in this offering. Classify securities by type listed in Part C - Question 1. | . . | |
| | Type of offering | Type of Security | Dollar Amount Sold |
| | Rule 505 | N/A | \$0 |
| | Regulation A | N/A | \$0 |
| | Rule 504 | N/A | \$0 |
| | Total | N/A | \$0 |
| 4. | a. Furnish a statement of all expenses in connection with the issuance and distribution of the securities in this offering. Exclude amounts relating solely to organization expenses of the issuer. The information may be given as subject to future contingencies. If the amount of an expenditure is not known, furnish an estimate and check the box to the left of the estimate. | | : |
| | Transfer Agent's Fees | | \$ |
| | Printing and Engraving Costs | | \$ |
| | Legal Fees | ⊠ | \$To Be Determined |
| | Accounting Fees | | \$ |
| | Engineering Fees | | \$ |
| | Sales Commissions (specify finder's fees separately) | | \$ |
| | Other Expenses (identify) | | \$ |
| | Total | | \$To Be |
| | | . Д | Determined |

| C. OFFERING PR | ICE, NUMBER OF INVESTORS, EXPE | ENSES AND USE OF PROCEE | EDS |
|---|--|--|---|
| Question 1 and total expenses furnished | ed in response to Part C - Question 4.a. This | s difference is the | \$ 20,950,002.00 |
| used for each of the purposes shown estimate and check the box to the le | If the amount for any purpose is not known of the estimate. The total of the payment | wn, furnish an nts listed must | |
| | | Payments to Officers, Directors, & Affiliates | |
| Salaries and fees | | \$ | □ \$ |
| Purchase of real estate | | | |
| Purchase, rental or leasing and in | stallation of machinery and equipment | \$ | \$ |
| Construction or leasing of plant b | uildings and facilities | s \$ | s |
| offering that may be used in exchissuer pursuant to a merger) Repayment of indebtedness Working capital Other (specify): | ange for the assets or securities of another | | □ \$ □ \$ □ \$ ≥ \$20,950,002.00 |
| | | — A | _ 🗆 \$ |
| | | | ⊠ \$20,950,002.00 |
| Total Payments Listed (column to | otals added) | | ⋈ \$20,950,002.00 |
| | D. FEDERAL SIGNATURE | | |
| owing signature constitutes an undertak | ing by the issuer to furnish to the U.S. Seco | urities and Exchange Commission | n, upon written request |
| uer (Print or Type) | Signature | Date | |
| ppos.com, Inc. | The state of the s | September 2/, | 2005 |
| me or Signer (Print or Type) thony Hsieh | Title of Signer (Print or Type) CEO | | - |
| 1 | b. Enter the difference between Question 1 and total expenses furnishe "adjusted gross proceeds to the issuer." Indicate below the amount of the adjused for each of the purposes shown estimate and check the box to the left equal the adjusted gross proceeds to above. Salaries and fees | b. Enter the difference between the aggregate offering price given in Question 1 and total expenses furnished in response to Part C - Question 4.a. This "adjusted gross proceeds to the issuer." Indicate below the amount of the adjusted gross proceeds to the issuer used or used for each of the purposes shown. If the amount for any purpose is not kno estimate and check the box to the left of the estimate. The total of the payme equal the adjusted gross proceeds to the issuer set forth in response to Part C - above. Salaries and fees | b. Enter the difference between the aggregate offering price given in response to Part C - Question 1 and total expenses furnished in response to Part C - Question 4.a. This difference is the "adjusted gross proceeds to the issuer." Indicate below the amount of the adjusted gross proceeds to the issuer used or proposed to be used for each of the purposes shown. If the amount for any purpose is not known, furnish an estimate and check the box to the left of the estimate. The total of the payments listed must equal the adjusted gross proceeds to the issuer set forth in response to Part C - Question 4.b. above. Payments to Officers, Directors, Affiliates Salaries and fees. Purchase of real estate. Purchase, rental or leasing and installation of machinery and equipment \$ Construction or leasing of plant buildings and facilities. Acquisition of other business (including the value of securities involved in this offering that may be used in exchange for the assets or securities of another issuer pursuant to a merger) Repayment of indebtedness. Working capital. Other (specify): D. FEDERAL SIGNATURE |

ATTENTION

Intentional misstatements or omissions of fact constitute federal criminal violations. (See 18 U.S.C. 1001.)